

Message Text

LIMITED OFFICIAL USE

PAGE 01 ZAGREB 00462 240934Z
ACTION XMB-04

INFO OCT-01 EUR-12 ISO-00 EB-08 COME-00 DOTE-00 /025 W
-----097998 241804Z /50

R 230919Z MAY 78
FM AMCONSUL ZAGREB
TO SECSTATE WASHDC 5235
INFO AMEMBASSY BELGRADE

LIMITED OFFICIAL USE ZAGREB 462

E.O. 11652: N/A
TAGS: EGEN, YO
SUBJECT: EXIMBANK P/C FOR LOCOMOTIVES FOR ZTP - ZAGREB

REF: ZAGREB 366

1. REPRESENTATIVE OF GM ELECTRICAL LOCOMOTIVE DIVISION VISITED CONGEN ON MAY 18 TO DISCUSS NEGOTIATIONS FOR PROPOSED SALE OF 30 LOCOMOTIVES TO CROATIAN RAILROADS. HE NOTED THAT PRICE ISSUE APPEARS RESOLVED AND THAT SALE ALMGPT CERTAIN TO GO THROUGH IF SATISFACTORY FINANCING ARRANGED. TWO FINANCING PROBLEMS INCLUDING QUESTION OF NATIONAL BANK GUARANTEE AND MEETING EUROPEAN COMPETITION. WE ASSUME THAT SUCCESSFUL RESOLUTION GUARANTEE ISSUE HAS BEEN ACHIEVED BUT QUESTION OF MEETING COMPETITION STILL REMAINS. GM ESPECIALLY CONCERNED ABOUT FRENCH SUPPLIER WHICH AT THIS POINT APPEARS TO BE ONLY SERIOUS COMPETITION.

2. PLEASE ADVISE WHETHER EXIMBANK WILL BE ABLE TO IMPROVE ITS OFFER ON THIS TRANSACTION. HAS EXIM DETERMINED FROM COFACE WHAT SUPPORT IT HAS OFFERED AHLSTROM? KAISER

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SALES, RAIL TRANSPORTATION
Control Number: n/a
Copy: SINGLE
Draft Date: 23 may 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Film Number: D780219-0536
Format: TEL
From: ZAGREB
Handling Restrictions:
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780526/aaaaawct.tel
Line Count: 44
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: e175c397-c288-dd11-92da-001cc4696bcc
Office: ACTION XMB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: ONLY
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 1
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: ONLY
Reference: 78 ZAGREB 366
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
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Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2595458
Secure: OPEN
Status: NATIVE
Subject: EXIMBANK P/C FOR LOCOMOTIVES FOR ZTP - ZAGREB
TAGS: EGEN, YO
To: STATE
Type: TE
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Review Markings:
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